

CFT 8392417 - Stage 1 PQQ PIF 335-26 Single Party Framework Agreement for Provision of a Cloud-Based Application Management System for Atlantic Technological University International Student Admissions

Clarification No.	Date	Question	ATU Clarification / Response
1	19-06.2026	Q. The document references a go-live date of 1st October 2026. Can ATU confirm that this is the correct and final go-live date?	A. Yes, this is the anticipated Go Live Date.
2	19-06-2026	Q. Can ATU provide further detail on the procurement process and anticipated timeline for Stage 2, including when suppliers will be notified of progression to the next phase?	A. It is anticipated that Stage 2 ITT of CPWN will be issued in July/August 2026. Once the evaluation of Stage 1 PQQ is completed, all participants will be notified in writing.
3	19-06-2026	Q. Could ATU share the key factors influencing the decision to prioritise international student recruitment as the initial focus area for this project? As ATU progresses, do you anticipate expanding the scope of the solution capabilities beyond international student recruitment? If so, which areas would be the highest priority for future consideration?	A. This solution is designed exclusively for international students and will not be expanded beyond this core group. The decision to focus on international students was informed by the unique requirements of this cohort. Concentrating on this group enables a targeted and effective approach without impacting existing systems or broader student populations.

4	19.06.2026	Q. Can ATU expand on the use case for invoices and receipts, is this to give to the applicants, or other recipients, and if so, who, and if possible, explain the scenario/process of these.	A. A more detailed specification will be provided at Stage 2 of the process. At a high level, tuition fees and application fee invoices must be issued to applicants and their agents (if applicable). The applicants must be able to pay the relevant fees using these invoices.
5	19.06.2026	Q. Can ATU provide additional information regarding educational advisors, including their key responsibilities, workflows, user volumes, and how they engage with prospective and enrolled students throughout the recruitment and admissions process?	A. A more detailed specification will be provided at Stage 2 of the process. At a high level, ATU have authorised advisors who apply to ATU on the applicant's behalf and assist with their visa application if applicable. The application process includes verifying and submitting documents, ensuring an adequate English language proficiency certificate is provided, and submitting the visa application (if applicable) with all the relevant documents.
6	30.06.2026	Q. Could ATU please confirm whether there is a page limit applicable to the case studies, and if so, advise the maximum number of pages permitted per case study?	R. ATU have not requested case studies as part of this Stage 1 Pre-Qualification Questionnaire (PQQ). Under Criterion B1: Previous Experience - Tenderers MUST use the template provided in Appendix A – Pre Qualification Questionnaire (PQQ) Response Document, to respond to this criterion. All fields MUST be completed in full, there is no word count or page limit. Tenderers MUST not amend the format of the response document. Additional appendices, attachments, or supplementary information will not be considered unless explicitly permitted. Applicants MUST follow all instructions contained within the Appendix A – PQQ Response Document, and the Stage 1 Information Document when preparing their submission.

7	30.06.2026	Q. Freedom of Information Act (Section 5.9) Q: Section 5.9 states that applicants should specify information considered sensitive and the reasons for its sensitivity. Could ATU please confirm whether this information may be submitted in a separate appendix, or alternatively, whether there is a template that applicants are required to use?	R. ATU confirms that tenderers may provide this information in a separate appendix or cover letter. There is no prescribed template for this purpose.
8	30.06.2026	GDPR Declaration (A9) Q: A9 states that applicants must complete the General Data Protection Regulation Declaration and provide a statement on their approach to GDPR. Could ATU please confirm where the A9 GDPR Declaration can be accessed and completed, as we have been unable to locate this document within the tender pack?	R: Appendix A has been re-uploaded and now includes the A9 Data Protection Declaration. For applicants' convenience, A9. Data Protection Declaration has also been provided as a separate appendix. The requirements under Section A9 – Data Protection Declaration have been revised. These revised requirements supersede the original requirements published in the Stage 1 Information Document and PQQ Response Document. Applicants must refer to the updated Pre-Qualification Questionnaire (PQQ) Response Document and the separately attached A9 Data Protection Declaration when preparing their submissions. Applicants must use Appendix A only and must not alter or modify the format of the response document.
9	30.06.2026	Q. Declaration of Bona Fides (A6) Q: A6 states that applicants must sign and return the declarations contained in Appendix 4 relating to Bona Fides and Compliance with	R. ATU wish to clarify that reference to appendix 4 was a typographical error please. Applicants MUST complete and sign the A6 Declaration of Bona Fides in Appendix A.

		Statutory Obligations, including GDPR regulations. Could ATU please confirm whether there is a separate Appendix 4 document that should be completed and returned, or whether the required declaration is satisfied by completing and signing the Bona Fides declaration under A6 only?	
10	02.07.2026	Q. Should we submit only 1 document duly filled out and signed at this stage of a tender, which is Appendix A PQQ Response Document?	R. Applicants are only required to complete Appendix A in full and sign.
11	03.07.2026	Q. We have a clarification regarding question: I confirm that I will supply evidence of financial standing, by way of auditor's letter ensuring the tenderer party has the financial capacity to pay its debts identified on the current statement of assets and liabilities as being the debts as they fall due. Could ATU please clarify whether an auditor's opinion accompanying the audited financial statements would be accepted as evidence in response to this requirement?	R. Yes. An auditor's opinion accompanying audited financial statements will be accepted as evidence of financial standing, where it provides sufficient assurance regarding the Applicant's financial standing and ability to meet its liabilities as they fall due. However, at this stage of the procurement process, Applicants are only required to provide a self-declaration by completing Appendix A - Pre Qualification Questionnaire (PQQ) Response Document. Supporting documentary evidence will only be requested at a later stage of the competition, if deemed necessary by the Contracting Authority.

12	03.07.2026	Please could you kindly confirm the number of applicants who will be invited to proceed to the Tender Stage?	R. The Pre-Qualification Phase (this phase) will be used to short-list the number of potential Applicants, depending on the quality of the responses received in response to this questionnaire. It is anticipated that 5 firms will be invited to tender.
13	03.07.2026	Please could you confirm whether one (1) or three (3) reference contracts are required to satisfy Criterion B1.	R. ATU wish to clarify that three (3) previous contracts of a similar nature and scale to the subject matter of this competition is the requirement to satisfy Criterion B. Please provide the information for each referenced contract detailed in Appendix A:
14	03.07.2026	Q. Please could you kindly confirm whether the 1 October 2026 go-live date is fixed regardless of the contract award date, or whether it will be reviewed based on the actual timeline to award.	R. As confirmed in Clarification 1, the anticipated go-live date is 1 October 2026. Due to the urgency of this requirement, the Contracting Authority is currently working towards this implementation date; however, the final implementation timeline will be dependent on the outcome and progression of the procurement process, including the timeline to contract award. The Contracting Authority also reserves the right to award the Framework Agreement following evaluation of the initial tenders, without recourse to negotiations as stated in the Information Document.
15	06.07.2026	Q. Can you please confirm the following: The approximate number of applications processed annually; The approximate number of students managed through the system; The number of education agents that would require access; and	R. A more detailed specification will be provided at Stage 2 ITT of the process.

		The approximate number of administrative and admissions staff who will require access to the system, including any anticipated user roles and licensing requirements.	
16	07.07.2026	Q. Can you confirm if the budget outlined in the PQQ documentation is for implementation/AMS only or does it include software procurement or licensing costs?	R: The estimated value stated in the PQQ documentation is provided for indicative purposes only and represents the anticipated total spend over the six-year term of the framework. As this is a framework arrangement, there is no guarantee of purchase or minimum spend unless this is expressly set out in the tender documents. Please note that the figures are intended to reflect potential demand and utilisation over the life of the framework, rather than a commitment to procure services, software, or licensing to a fixed value. Actual spend will depend on the requirements of ATU and the extent to which the framework is called off during the term.
17	07.07.2026	Q. Can you confirm whether the portal will be built on an existing application/platform, or developed as a new standalone system?	R. The requirement as stated in the PQQ document is for a cloud-based SaaS solution based on an existing, established platform that can be configured and tailored to meet the stated requirements. The solution is expected to be out-of-the-box and configurable, rather than a bespoke standalone system requiring significant custom development.
18	07.07.2026	Q. If an existing application can be utilised, can you provide details on the licenses and cloud products that are available with the solution?	R. Please refer to Q17

19.	07.07.2026	Q. Can the Authority confirm any mandatory technical constraints that will apply to the awarded Cloud-Based Application Management System?	R. Please refer to PQQ document, a more detailed specification will be provided at Stage 2 of the process to companies shortlisted and invited to tender.
20.	07.07.2026	Q. Can the Contracting Authority confirm which Student Information System (e.g., Ellucian Banner, and if so which version/deployment model on-premise or SaaS) is in use at ATU, and whether the future solution is expected to integrate via Ellucian Ethos, REST APIs, direct database, or another prescribed integration pattern?	R. ATU currently uses Ellucian Banner 9 deployed in a Software-as-a-Service (SaaS) environment. The proposed solution is expected to integrate with the Student Information System using Banner REST APIs.

Please note the clarification for Stage 1 PQQ of the process has now ended – 07.07.2026